I. Welcome – Franklin Baker, President and CEO, United Way of Central Maryland
   a. Meeting began at: 10:10AM
   b. 5 minute tours available after the meeting
   c. Member introductions
   d. Approval of May 2018 meeting minutes – Motion to approve minutes, seconded, and approved with no objections.
   e. Review Agenda

II. New Business
   a. County Spotlight, Montgomery County Reductions in Chronic Homelessness – Amanda Harris, Chief of Special Needs Housing, Montgomery Co. Dept. of Health and Human Services. (10:15-10:45AM)
     ▪ Using a Housing First Approach reaching “functional zero”
       1. Reached this in Dec. 2015
       2. “Functional Zero” defined as 0.01% of PIT or 3 persons, whichever is greater.
     ▪ MoCo Stats:
       1. 49.4% of MoCo residents housing burdened.
       2. PIT Stats
       3. # of People Experiencing Homelessness; Sheltered vs. Unsheltered
       4. $51,949,744 Total Budget
     ▪ Key Ingredients:
       1. Informed Decision Makers – Building political will
       2. Realizing that it is possible!
       3. Engaged Community: Interagency Commission on Homelessness; conversations with members in the community, local business owners, etc.
       4. Marketing Campaign – “Inside Not Outside” – Logo
         a. The Launch: Community Memorial Event
         b. New Website: www.montgomerycountymd.gov/homelessness
         c. Communications Committee
         d. Build a sense of urgency; people are dying on the street and we need to act now!
         e. Public Deadline
       5. Outreach & Prioritization
         a. Developing a Quality By-Name List
         b. Unknown Client Policy
         c. Increased Outreach Capacity
           i. SAMHSA Grant for the Benefit of Homeless Individuals (GBHI)
         d. Coordinated Entry – Dedicate all PSH to people who met the chronic definition
         e. Quarterly “Blitz” Counts – Targeted Outreach; VI-SPIDATS
       6. Landlord Recruitment
a. “Be a Smart Landlord” Campaign
b. Most of their resources were Tenant-Based Vouchers

7. Other Strategies
   a. Landlord Appreciation Events
   b. Housing Coordinator/Housing Locator Collective
   c. Holding Fees
   d. Mass Lease-Up (Background checks had already been completed)

8. Results:
   a. Housed ~150 people in 3 months

9. Resource Development
   a. Move-Up Strategy:
      i. PHA Partnership – 10 Housing Choice Vouchers + others
      ii. Affordable Housing Partners – 10-11 Units; Usually 50%
          1. Shadow Subsidy – Allowed them to accommodate 30%
      iii. Non-traditional partners
      iv. Used an Acuity Scale which looked at frequency/intensity scale
      v. They found ~80 households that were ready to move up
   b. Flexible PSH Reimbursement Model
      i. Not all PSH looks alike
      ii. Tiered Reimbursement based on acuity
      iii. Duplicative services
      iv. Ebb & flow within PSH
      v. Allowed them to stretch their resources.
   c. Medicaid 1115 Waiver (Pilot Program) and HCVs
      i. Since they were able to get $ for services, they were able to re-invest local dollars.
   d. Reallocation – Evaluating Cost per Positive Exit
   e. Advocating for New Resources
      i. Using the By-Name List to ask for money!
      ii. Went to the County Council to ask for Gap Funding
   f. The Numbers
      i. 15 Units from HUD
      ii. 12 from “Move Up”
      iii. 10 Units – Reallocation
      iv. 11 Units – Affordable Housing set-asides

    a. Total Placement: 386
    b. 9 Chronically Homeless Persons left to house as of this month

11. Lessons Learned
    a. What went well:
       i. A solid, public deadline
       ii. Stretching resources
       iii. Regular in-person CES meetings
       iv. Inside (Not Outside) Marketing
    b. What could have been better:
       i. Clear guidance on interpreting & documenting Chronic Status
       ii. Predicting Turnover Rates
       iii. Early & continued engagement with landlords
    c. The Team:
b. Engaging Consumers in Policy Making, Research & Recommendations – Mauricio San Miguel, Masters Student. (10:45AM-10:59AM)
   ▪ Mauricio gave an overview of his research regarding Consumer Advisory Boards (CABs). An Executive Summary was provided to meeting attendees entitled “Consumer Advisory Board on Homelessness Toolkit.”
   ▪ Pros:
     1. Self-efficacy
     2. Community Representation
     3. Consumer Expertise
     4. Effect on Policy
   ▪ Key Take-aways:
     1. Constant Recruitment
     2. Training
     3. Compensation - Participants should be compensated for their time
     4. Outside Assistance
   ▪ Example Success:
     1. CAB in Fairfax County, VA suggested an after hours hotline for the homeless, which was implemented.
     2. Baltimore City
        a. Their CAB evolved organically.
        b. Theirs has been meeting on Fridays for the past year.
        c. Emergency Services Coordinator – Tracks the comments that come out of that workgroup.
        d. Chair of the Workgroup is on the CoC Board
   ▪ Recommendations:
   ▪ Questions: What power do CABs have to effect policy & influence change?

c. Employment for Disconnected Populations, Highlights from the DLLR State Plan -Richard Reinhardt, Deputy Assistant Secretary, Division of Workforce and Adult Learning (11:00AM-11:10AM) - Richard gave an overview of various programs at DLLR, and passes out several resources to meeting attendees:
   ▪ Maryland’s State Workforce Plan
   ▪ Maryland’s Benchmarks of Success for Workforce Development
   ▪ EARN Success Stories
   ▪ DWDAL: Resources
   ▪ Workgroup Leader

d. Continuum of Care (CoC) Mergers – Stuart Campbell, Director, Office of Community Services Programs, DHCD (11:15-11:22AM)
   ▪ There are currently 16 CoCs in the State of Maryland
   ▪ A few multi-county CoCs include: Mid-Shore, Southern Maryland, and the Lower Shore.
   ▪ Dilutes the scores that they can obtain
   ▪ CoC NoFA process
HUD has shared the scores with us.
11 of the 16 scores scored below passing.
Average score in FY17 was 148.5
Passing score is 159.
Some very strong CoCs scored in the 180s
We are developing a strategy to reach out to the CoCs and highlight the benefits of merging.
HUD is offering up to 25 points for CoCs to merge with lower performing CoCs
Willing to offer TA
HMIS NOFA – Could provide funding to help CoCs merge.
Broader strategy is to look at other ways to increase the score.
Current NoFA is due September 15.
Note: DHCD has no authority to require any changes; it has to be initiated by the CoCs.

III. Updates

a. Homelessness Solutions Program Grant Awards – Steve Holt, Assistant Director, Homelessness Initiatives, DHCD (11:22AM-11:30AM)
   - Total Amount awarded: $9.1 million
   - Grantees Must Work to comply with:
     1. Housing First, Low-Barrier Shelter, Fair Housing, Equal Access, State Data Warehouse

b. ICH Housing Goals – Update on DHCD’s RRH and PSH goals and accomplishments (11:30-11:50AM)
   - Increase housing options for approximately 5,000 chronically homeless youth and veterans over the next 5 years.
   - Approximate number of RRH placements needed: 900 over the next 3 years.
   - Approximate number of PSH placements needed: 2,800 over the next 5 years.
   - (Memo Referenced, cost of supportive services)
   - DHCD has been looking across our portfolio of existing housing stock
   - Work with other State PHAs

Strategies to Reach our PSH Goals:
- Prioritize a portion of turnover of existing LIHTC units and tenant-based vouchers for the homeless.
- Create new units - through project-based rental assistance, LIHTC program, etc.
- HUD-Funded PSH, encourage move on to a lower level of support where appropriate
- Connect CoC Leads and service providers to owners/operators of existing units.
- Second meeting with developers in Sept/Oct. (to attend, email Heather.Sheridan@maryland.gov)
- Stuart Campbell gave an update on the RRH Learning Collaboratives and successes to date:
  - 27 Providers participating since October 2017
  - Note: No increase in Funding, except for increased efficiencies under HSP.
  - Equipped with tools & strategies
  - 259 RRH placements made since May 2018 (as of Week 10)
• (Compared to 89 during the same period of time last year)
• 100 Day Challenge ends in August 2018
• Big celebration Event coming up in the Fall

*Questions Asked:*
Is there someone at DHCD that people can be referred to?
DHCD can refer people to the COCs.

Mdhousingsearch.org – Free Service for Landlords to List Properties for Rent; There they can indicate preference for Veterans, etc.

Tenant Selection Plan – Strategic Conversations with Developers -Danielle Meister

c. **Update BWI Homelessness Outreach Initiative** - Heather Sheridan, Associate Director of Homelessness Initiatives
   ▪ Outreach began at BWI airport on June 1, 2018
   ▪ Due to hiring constraints, 8 visits conducted by Prologue, Inc.
   ▪ Nightly counts range from 23 to 83 unique individuals
   ▪ Coming from: Baltimore City, Baltimore County, Harford and Anne Arundel Counties
   ▪ Majority are over the age of 45.
   ▪ 2 Housing Placements made thus far.

**IV. Work Group Announcements/Requests**
   a. Section 811 – 11 Residents housed for at least 2 year. - ?
   b. Health & Homelessness Work Group
      ▪ Asking contacts from different jurisdictions about discharge from hospitals & jails.
      ▪ Working on planning a Medical ? Conference
   c. Youth Work Group
      ▪ Youth Homelessness Bill passed this year but without funding.

**V. Administrative Updates**
   a. Nominations for Vacant Positions (5)
      ▪ At least one needs to be a Consumer
      ▪ Email Name, Contact Info, and why they would be helpful
      ▪ Heather will send out Voting Nomination Form to ICH Members
   b. Joint Committee on Ending Homelessness – Potential Hearing Dates 9/26/18 and 10/23/18

**ICH Members in attendance (18):**

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<tr>
<th>Sec. Kenneth Holt</th>
<th>Elizabeth Kinney</th>
<th>Lisa Klingemaier</th>
<th>Sandy Monck</th>
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<tr>
<td>Amanda Harris</td>
<td>Leslie Dews</td>
<td>Patricia Sylvester</td>
<td>Heather Sheridan</td>
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<td>Patricia Flanigan</td>
<td>Terry Hickey</td>
<td>Kate Farinholt</td>
<td>Stephanie Slowly</td>
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<td>Shannon Snow</td>
<td>Dana Hendrickson</td>
<td>Jeff Garrett</td>
<td>Richard Reinhardt</td>
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<td>Dr. Sylvia Lawson</td>
<td>Susan Taylor</td>
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**ICH Members not in Attendance (8):** Carrie DiSimone, Shannon Frey, Jeffrey Kendrick, Bridget Patton, Christina Drushel Williams, Kristina Donnelly, Randi Walters, Kevin Lindamood